



Job Description

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Job Title Sales Manager	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Manager	Industry Electronics Manufacturing & Equipment, Security, Safety & Defense
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Electronics Manufacturing & Equipment: 4 Years
Secondary Industry Security, Safety & Defense: 3 Years	Primary Category Sales: 4 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The role requires obtaining profitable results through the sales team through team development, motivation, skills development and product knowledge

Responsibilities

- Monitors the performance of the sales team whilst ensuring compliance with company policies and procedures
- Establishes customer relations at all levels
- Sells products and services
- Checks quotations made by sales executives
- Negotiates contracts and leads the team on all aspects of sales transactions to close sales deals in accordance with approved guidelines
- Maintains effective business relationships with customers
- Ensures the achievement of maximum quality of services by prioritizing customer focus at all times and exceeding Customer expectations
- Ensures that short, medium and long term sales targets are achieved
- Visits clients' sites or offices from time to time including travels outside Accra
- Performs any other duty that may be assigned from time to time

- Supervises the sales team to meet their targets.
- Supervises clients' solution delivery, acceptance and sign-off confirmation
- Works with the finance team on all clients' invoicing and payment related issues
- Constantly works with the Customer Support team ensuring that clients are getting the desired
- Liaises with top management and other line managers to understand the scope of service delivery, activity and commitments suitable for clients
- Maintains contact with both existing and prospective clients
- Keeps confidential data pertaining to business leads, agreements and pricing schedules
- Responsible for the safe keeping of laptop and all critical work data contained
- Keeps sensitive business agreements and schedules
- Maintains contact with strategic consultants, Architects, engineers and constructors pertaining to specific client areas

Education & Qualifications

- Minimum University Degree in Business Administration (Marketing Option)

Requirements

- Professional qualifications in Marketing and Sales
- Minimum 10 years work experience with 5 years of managerial position/managing teams
- Fluent in English and local languages
- Minimal technical understanding
- Ability to meet strict deadlines
- Strong analytical and business organization skills
- Project management skills
- Ability to coordinate all core activities involved in closing a business deal end-to-end.
- Ability to plan design, coordinate and implement business and marketing strategies.
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Characteristics

- Ability to coordinate and supervise 30 sales executives across the various branches
- Proven track record of closing business deals within the corporate sector end-to-end
- Ability to work with little or no supervision while achieving desired
- Able to deliver business value to
- Strong presentation skills
- Excellent communication skills, both written and verbal
- Excellent client service skills and good interpersonal skills
- Excellent negotiation skills
- Must be highly dependable and trustworthy
- Must be self-motivated and confident in all aspects
- Ability to pay attention to details
- Must be highly presentable at all times
- Ability to lead a team to achieve results
- Must be very diligent and be ready to take up challenge
- Must be punctual

- Confidentiality – ability to keep confidential information and trade secrets

Reporting To

General Manager

Driving Licence

Not Required

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